L.A./L.B./Oakland Ports To Busan, South Korea

Frozen Beef Primals

Monthly Market Share For: April 1997

Month\Year: 132\465 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** Hanjin 41% 44% 12 Days \$184.00 \$5 ΑI ΑI 18 KT \$3,402 \$5 ΑI ΑI 18 KT \$3,384 Hyundai 26% 24% 12 Days \$183.00 \$188.00 ΑI \$3,474 K Line 13% 12% 12 Days \$5 ΑI 18 KT \$2,952² Cho Yang \$159.00 7% 2% 17 Days \$5 ΑI ΑI 18 KT 24 Days cosco \$3,500¹ \$3,500² 5% 1% ΑI ΑI ΑI Sea-Land \$5 \$3,474 2% 4% 15 Days \$188.00 ΑI ΑI 18 KT Evergreen 26 Days \$188.00 \$3,474 2% 3% \$5 ΑI ΑI 18 KT \$3,474 OOCL \$188.00 2% 2% 17 Days \$5 ΑI ΑI 18 KT \$3,474² 18 KT \$5 Neptune 2% 1% 18 Days \$188.00 ΑI ΑI APL \$3,474² 17 Days \$188.00 2% 1% \$5 ΑI ΑI 18 KT

¹ Rate is per container

² Rate is based on a CY-CY movement, not CFS-CY

L.A./L.B./Oakland Ports To Hong Kong

Frozen Beef Primals

18 KT

18 KT

ΑI

ΑI

\$3,762

\$3,762

Monthly Market Share For: April 1997

Month\Year: 84\288 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$3,580¹ \$100¹ \$3,680² Cho Yang 26% 13% 17 Days ΑI Mexican Line 23% 9% \$36 \$237.00 \$5 \$5,004 Hanjin 17% 43% 15 Days 18 KT Hyundai \$204.00 \$5 18 KT \$3,762 9% 10% 15 Days ΑI Evergreen 7% 7% 17 Days \$241.00 \$5 ΑI 18 KT \$4,428 \$204.00 \$5 \$3,762 Maersk 7% 5% 14 Days ΑI 18 KT K Line 16 Days \$3,762 4% 2% \$204.00 \$5 ΑI 18 KT \$204.00 \$3,762 **NYK Line** 2% 3% 19 Days \$5 ΑI 18 KT

\$5

\$5

\$204.00

\$204.00

Sea-Land

APL

2%

2%

2%

1%

14 Days

17 Days

Issue Date: July 15, 1997

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¹ Rate is per container

² Rate is based on a CY-CY movement, not CFS-CY

L.A./L.B./Oakland Ports To Hsingkang, China

Frozen Beef Primals

Monthly Market Share For: April 1997

Month\Year: 5\17

Month\Year: 5\17	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Hanjin	40%	30%	17 Days									
OOCL	40%	27%	19 Days	\$253.00	\$5				Al		18 KT	\$4,644°
COSCO	20%	30%	17 Days	\$5,600 ¹	\$82 ¹				\$280 ¹			\$5,962°

¹ Rate is per container

Issue Date: July 15, 1997

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² Rate is based on a CY-CY movement, not CFS-CY

Hyundai

NYK Line

Mexican Line

OOCL

L.A./L.B./Oakland Ports To Keelung, Taiwan

Frozen Beef Primals

9%

9%

9%

ΑI

ΑI

ΑI

18 KT

18 KT

18 KT

\$4,622

\$5,329

\$5,329

Monthly Market Share For: April 1997

17 Days

19 Days⁵

15 Days

\$231.00

\$267.00

\$267.00

Month\Year: 45\172 Surcharges: Market Market **Transit** Time Carrier Share Share CY Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$221.00 9% 18 KT \$4,426 Evergreen 57% 31% 20 Days \$5 ΑI Yang Ming 11% 6% 14 Days \$221.00 \$5 9% ΑI 18 KT \$4,426 \$5 K Line 2% 14 Days \$267.00 ΑI 18 KT \$5,329 6% 9%

\$5

\$5

\$5

2%

1%

1%

0%

6%

3%

2%

4%

⁵ Transit time is based on departure from Los Angeles, CA.

L.A./L.B./Oakland Ports To Manila, Philippines

Frozen Beef Primals

\$46

18 KT

\$5,364

Monthly Market Share For: April 1997

21 Days

\$247.00

Month\Year: 4\8 Surcharges: Market Market **Transit** Share Share CY Time CYCarrier Ocean Rate **BAF CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** cosco \$4,210¹ \$40¹ \$4,250 43% 26% 31 Days ΑI \$5,364 Sea-Land 29% 35% 19 Days \$247.00 \$5 \$46 18 KT \$117¹ 20 Days \$172.00 \$34 23.5 KT \$3,825² Hanjin 29% 12% \$46 **NYK Line** 0% 21 Days \$247.00 \$5 18 KT \$5,364 19%

\$5

K Line

0%

6%

Issue Date: July 15, 1997

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¹ Rate is per container

² Rate is based on a CY-CY movement, not CFS-CY

L.A./L.B./Oakland Ports To Osaka, Japan

Frozen Beef Primals

Monthly Market Share For: April 1997

Month\Year: 752\2,544

	Market Share	Market Share CY	Transit Time	Ocean Rate									
Carrier					BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	26%	25%	10 Days	\$163.00	\$5		38%		\$36			18 KT	\$4,787
K Line	22%	21%	15 Days	\$168.00	\$5		38%		Al			15 KT	\$4,263
COSCO	10%	9%	14 Days	\$237.00	ΑI		ΑI		Al			18 KT	\$4,266
Mitsui OSK	9%	9%	11 Days	\$168.00	\$5		38%		Al			15 KT	\$4,263
Pacific Express	7%	7%	15 Days⁵	\$3,600 ¹	ΑI		ΑI		Al				\$3,600°
Evergreen	6%	5%	14 Days	\$162.00	\$5		38%		Al			15 KT	\$4,114
NYK Line	4%	4%	13 Days	\$168.00	\$5		38%		Al			15 KT	\$4,263
Sea-Land	3%	4%	11 Days	\$168.00	\$5		38%		Al			15 KT	\$4,263
Mexican Line	3%	4%											
Maersk	3%	2%	11 Days	\$168.00	\$5		38%		Al	·	·	15 KT	\$4,263

¹ Rate is per container

Issue Date: July 15, 1997

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² Rate is based on a CY-CY movement, not CFS-CY

⁵ Transit time is based on departure from Los Angeles, CA.

L.A./L.B./Oakland Ports To Singapore

Frozen Beef Primals

Monthly Market Share For: April 1997

Month\Year: 349\372 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$3,265¹ \$100¹ \$3,855² Cho Yang 28% 23% 21 Days 15% ΑI 18 KT APL 28% \$247.00 \$46 15% 18 KT \$6,031 4% 21 Days \$5 30 Days \$5 \$34 \$5,732² \$243.00 Evergreen 17% 2% 15% 18 KT cosco \$4,700¹ \$40¹ \$4,740 14% 6% 37 Days ΑI ΑI 20 Days \$247.00 18 KT K Line 14% 2% \$5 15% \$46 \$6,031 \$247.00 \$5 15% Maersk 0% 23% 20 Days \$46 18 KT \$6,031 Hanjin 21 Days 0% 10% 18 KT Mitsui OSK 20 Days \$247.00 \$6,031 0% 9% \$5 15% \$46 OOCL \$5 15% 18 KT 0% 9% 23 Days \$247.00 \$46 \$6,031

¹ Rate is per container

² Rate is based on a CY-CY movement, not CFS-CY

Month\Year: 1,121\3,571

L.A./L.B./Oakland Ports To Tokyo, Japan

Frozen Beef Primals

38%

ΑI

38%

38%

ΑI

ΑI

ΑI

ΑI

15 KT

15 KT

15 KT

\$4,114

\$3,600²

\$4,611

\$4,263

Monthly Market Share For: April 1997

12 Days

13 Days ⁵

11 Days

10 Days

\$162.00

\$3,600¹

\$182.00

\$168.00

Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** K Line 23% 21% 10 Days \$168.00 \$5 38% ΑI 15 KT \$4,263 Mitsui OSK 11% \$5 38% ΑI 15 KT \$4,263 13% 11 Days \$168.00 APL 9% 7% 11 Days \$168.00 \$5 38% ΑI 15 KT \$4,263 \$163.00 \$5 \$36 \$4,787 Hanjin 8% 10% 11 Days 38% 18 KT cosco \$237.00 \$4,266 8% 7% 14 Days ΑI ΑI ΑI 18 KT

\$5

ΑI

\$5

\$5

Evergreen

Hyundai

Maersk

Mexican Line

Pacific Express

8%

8%

6%

5%

5%

7%

7%

7%

4%

3%

¹ Rate is per container

² Rate is based on a CY-CY movement, not CFS-CY

⁵ Transit time is based on departure from Los Angeles, CA.

Seattle/Tacoma Ports To Hong Kong

Frozen Beef Primals

ΑI

\$3,762

18 KT

Monthly Market Share For: April 1997

12 Days

\$204.00

Month\Year: 84\229 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$237.00 \$5,004 Hanjin 25% 43% 20 Days \$5 \$36 18 KT \$4,550² \$4,550¹ COSCO 20% 7% ΑI ΑI 17 Days \$5 P&O Nedlloyd 17 Days \$204.00 ΑI \$3,762 19% 7% 18 KT Hyundai 13 Days \$204.00 \$5 18 KT \$3,762 17% 12% ΑI 14 Days³ Evergreen \$241.00 18 KT \$4,428 13% 9% \$5 ΑI 2% \$204.00 \$5 \$3,762 K Line 4% 13 Days ΑI 18 KT

\$5

APL

1%

1%

Issue Date: July 15, 1997

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¹ Rate is per container

² Rate is based on a CY-CY movement, not CFS-CY

³ Transit time is based on departure from Tacoma, WA.